

MAKE-A-WISH FOUNDATION® OF IOWA
FINANCIAL STATEMENTS
YEARS ENDED AUGUST 31, 2024 AND 2023



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**MAKE-A-WISH FOUNDATION® OF IOWA
TABLE OF CONTENTS
YEARS ENDED AUGUST 31, 2024 AND 2023**

INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES	4
STATEMENTS OF FUNCTIONAL EXPENSES	6
STATEMENTS OF CASH FLOWS	8
NOTES TO FINANCIAL STATEMENTS	9



INDEPENDENT AUDITORS' REPORT

Board of Directors
Make-A-Wish Foundation® of Iowa
Des Moines, Iowa

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Make-A-Wish Foundation® of Iowa (a nonprofit organization) (the Foundation), which comprise the statements of financial position as of August 31, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Make-A-Wish Foundation® of Iowa as of August 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Make-A-Wish Foundation® of Iowa and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Iowa's ability to continue as a going concern for one year after the date the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore, is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Make-A-Wish Foundation® of Iowa's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Make-A-Wish Foundation® of Iowa's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.



CliftonLarsonAllen LLP

Minneapolis, Minnesota
February 10, 2025

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENTS OF FINANCIAL POSITION
AUGUST 31, 2024 AND 2023

	<u>2024</u>	<u>2023</u>
ASSETS		
Cash and Cash Equivalents	\$ 194,154	\$ 429,022
Investments	2,263,655	2,798,369
Due from Related Entities	63,172	37,922
Prepaid Expenses	198,063	278,334
Contributions Receivable, Net	3,088,971	427,148
Other Assets	-	52,246
Split-Interest Agreements	9,958	7,796
Right-of-Use Assets - Operating	133,746	174,152
Right-of-Use Assets - Finance	17,977	16,966
Property and Equipment, Net	49,191	75,883
Beneficial Interest in Assets Held by Others	<u>117,005</u>	<u>107,211</u>
Total Assets	<u><u>\$ 6,135,892</u></u>	<u><u>\$ 4,405,049</u></u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable and Accrued Expenses	\$ 146,612	\$ 189,013
Due to Related Entities	67,953	36,954
Lease Liability - Operating	140,042	182,489
Lease Liability - Financing	<u>18,694</u>	<u>18,131</u>
Total Liabilities	373,301	426,587
NET ASSETS		
Without Donor Restrictions	1,964,649	2,872,733
With Donor Restrictions	<u>3,797,942</u>	<u>1,105,729</u>
Total Net Assets	<u>5,762,591</u>	<u>3,978,462</u>
Total Liabilities and Net Assets	<u><u>\$ 6,135,892</u></u>	<u><u>\$ 4,405,049</u></u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENT OF ACTIVITIES
YEAR ENDED AUGUST 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:			
Contributions, Cash	\$ 1,402,503	\$ 3,333,221	\$ 4,735,724
Contributions, Donated Goods and Services	1,059,828	369,282	1,429,110
Grants	86,280	-	86,280
Total Public Support	<u>2,548,611</u>	<u>3,702,503</u>	<u>6,251,114</u>
Internal Special Events, Cash	1,241,134	-	1,241,134
Internal Special Events, Donated Goods and Services	282,554	-	282,554
Less: Costs of Direct Benefits to Donors	<u>(616,907)</u>	<u>-</u>	<u>(616,907)</u>
Total Internal Special Events	906,781	-	906,781
Investment Income, Net	214,120	1,166	215,286
Other Income	601	-	601
Net Assets Released from Restrictions	<u>1,013,618</u>	<u>(1,013,618)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	4,683,731	2,690,051	7,373,782
EXPENSES			
Program Services:			
Wish Granting	3,899,814	-	3,899,814
Support Services:			
Fundraising	1,193,011	-	1,193,011
Management and General	508,784	-	508,784
Total Support Services	<u>1,701,795</u>	<u>-</u>	<u>1,701,795</u>
Total Expenses	5,601,609	-	5,601,609
OTHER GAINS			
Change in Split-Interest Agreements	-	2,162	2,162
Change in Value of Beneficial Interest of Assets			
Held by Others	9,794	-	9,794
Total Other Gains	<u>9,794</u>	<u>2,162</u>	<u>11,956</u>
CHANGE IN NET ASSETS	(908,084)	2,692,213	1,784,129
Net Assets - Beginning of Year	<u>2,872,733</u>	<u>1,105,729</u>	<u>3,978,462</u>
NET ASSETS - END OF YEAR	<u>\$ 1,964,649</u>	<u>\$ 3,797,942</u>	<u>\$ 5,762,591</u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENT OF ACTIVITIES
YEAR ENDED AUGUST 31, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Public Support:			
Contributions, Cash	\$ 1,094,329	\$ -	\$ 1,094,329
Contributions, Donated Goods and Services	1,351,933	293,776	1,645,709
Grants	76,066	-	76,066
Total Public Support	<u>2,522,328</u>	<u>293,776</u>	<u>2,816,104</u>
Internal Special Events	1,698,600	-	1,698,600
Internal Special Events, Donated Goods and Services	82,895	34,750	117,645
Less: Costs of Direct Benefits to Donors	<u>(481,151)</u>	<u>-</u>	<u>(481,151)</u>
Total Internal Special Events	1,300,344	34,750	1,335,094
Investment Gain, Net	103,170	533	103,703
Net Assets Released from Restrictions	<u>806,839</u>	<u>(806,839)</u>	<u>-</u>
Total Revenues, Gains, and Other Support	4,732,681	(477,780)	4,254,901
EXPENSES			
Program Services:			
Wish Granting	3,942,056	-	3,942,056
Support Services:			
Fundraising	902,181	-	902,181
Management and General	707,270	-	707,270
Total Support Services	<u>1,609,451</u>	<u>-</u>	<u>1,609,451</u>
Total Expenses	5,551,507	-	5,551,507
OTHER GAINS			
Change in Split-Interest Agreements	-	905	905
Change in Value of Beneficial Interest of Assets			
Held by Others	4,479	-	4,479
Total Other Gains	<u>4,479</u>	<u>905</u>	<u>5,384</u>
CHANGE IN NET ASSETS	(814,347)	(476,875)	(1,291,222)
Net Assets - Beginning of Year	<u>3,687,080</u>	<u>1,582,604</u>	<u>5,269,684</u>
NET ASSETS - END OF YEAR	<u><u>\$ 2,872,733</u></u>	<u><u>\$ 1,105,729</u></u>	<u><u>\$ 3,978,462</u></u>

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED AUGUST 31, 2024

	Program Services	Support Services			Direct Donor	
	Wish Granting	Fundraising	Management and General	Total Support Services	Benefits	Total
Direct Costs of Wishes	\$ 2,754,910	\$ -	\$ -	\$ -	\$ -	\$ 2,754,910
Salaries, Taxes, and Benefits	711,731	478,925	318,427	797,352	-	1,509,083
Printing, Subscriptions, and Publications	2,500	98,016	1,968	99,984	-	102,484
Professional Fees	7,138	380,623	83,329	463,952	-	471,090
Rent and Utilities	59,950	24,807	19,141	43,948	-	103,898
Postage and Delivery	9,010	6,437	1,830	8,267	-	17,277
Travel	185	8,179	1,261	9,440	-	9,625
Meetings and Conferences	-	14,045	726	14,771	-	14,771
Office Supplies	85,308	4,782	2,383	7,165	-	92,473
Communications	8,707	7,173	6,625	13,798	-	22,505
Advertising and Media (Cash)	-	72,012	-	72,012	-	72,012
Advertising and Media (In-Kind)	-	12,606	-	12,606	-	12,606
Repairs and Maintenance	988	677	943	1,620	-	2,608
Insurance	1,155	763	1,226	1,989	-	3,144
Membership Dues	97	1,385	150	1,535	-	1,632
National Partnership Dues	218,339	49,906	43,668	93,574	-	311,913
Miscellaneous	17,884	23,608	20,307	43,915	-	61,799
Depreciation and Amortization	21,912	9,067	6,800	15,867	-	37,779
Special Event - Direct Donor Benefits	-	-	-	-	616,907	616,907
Total	3,899,814	1,193,011	508,784	1,701,795	616,907	6,218,516
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(616,907)	(616,907)
Total Expenses Included in the Expense Section of the Statement of Activities	\$ 3,899,814	\$ 1,193,011	\$ 508,784	\$ 1,701,795	\$ -	\$ 5,601,609

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED AUGUST 31, 2023

	Program Services	Support Services			Direct Donor	
	Wish Granting	Fundraising	Management and General	Total Support Services	Benefits	Total
Direct Costs of Wishes	\$ 2,779,981	\$ -	\$ -	\$ -	\$ -	\$ 2,779,981
Salaries, Taxes, and Benefits	702,538	428,005	325,726	753,731	-	1,456,269
Printing, Subscriptions, and Publications	8,677	10,589	28,765	39,354	-	48,031
Professional Fees	5,740	844	90,923	91,767	-	97,507
Rent and Utilities	59,641	24,679	19,034	43,713	-	103,354
Postage and Delivery	11,604	3,710	1,211	4,921	-	16,525
Travel	1,083	5,761	35,876	41,637	-	42,720
Meetings and Conferences	5,722	17,460	13,666	31,126	-	36,848
Office Supplies	16,272	10,057	1,186	11,243	-	27,515
Communications	11,915	9,360	4,170	13,530	-	25,445
Advertising and Media (Cash)	31,458	233,722	112,364	346,086	-	377,544
Advertising and Media (In-Kind)	-	64,550	-	64,550	-	64,550
Repairs and Maintenance	1,597	661	496	1,157	-	2,754
Insurance	1,256	520	690	1,210	-	2,466
Membership Dues	193	791	700	1,491	-	1,684
National Partnership Dues	258,437	59,071	51,687	110,758	-	369,195
Miscellaneous	24,272	23,434	14,051	37,485	-	61,757
Depreciation and Amortization	21,670	8,967	6,725	15,692	-	37,362
Special Event - Direct Donor Benefits	-	-	-	-	481,151	481,151
Total	3,942,056	902,181	707,270	1,609,451	481,151	6,032,658
Less: Expenses Netted Against Revenues on the Statement of Activities:						
Special Event Expenses	-	-	-	-	(481,151)	(481,151)
Total Expenses Included in the Expense Section of the Statement of Activities	\$ 3,942,056	\$ 902,181	\$ 707,270	\$ 1,609,451	\$ -	\$ 5,551,507

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
STATEMENT OF CASH FLOWS
YEARS ENDED AUGUST 31, 2024 AND 2023

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 1,784,129	\$ (1,291,222)
Adjustments to Reconcile Change in Net Assets to		
Net Cash Used by Operating Activities:		
Depreciation	26,692	37,362
Amortization of Right-of-Use Asset, Finance Lease	11,087	11,287
Net Realized and Unrealized (Gains) Losses on Investments	(116,396)	56,408
Change in Value of Split-Interest Agreements	(2,162)	(905)
Change in Value of Beneficial Interest in Assets Held by Others	(9,794)	(4,479)
Change in Discount to Present Value of Contributions Receivable	164,786	(19,410)
Change in Operating Right-of-Use Assets and Lease Liabilities	(2,041)	(13,049)
(Increase) Decrease in Assets:		
Contributions Receivable	(2,826,609)	497,724
Due from Related Entities	(25,250)	28,023
Prepaid Expenses	80,271	(20,003)
Other Assets	52,246	(48,180)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	(42,401)	(75,698)
Due to Related Entities	30,999	(22,200)
Other Liabilities	-	(3,500)
Net Cash Used by Operating Activities	(874,443)	(867,842)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of Investments	(2,150,110)	(1,759,684)
Proceeds from Sale of Investments	2,801,220	2,861,208
Purchase of Property and Equipment	-	(14,127)
Net Cash Provided by Investing Activities	651,110	1,087,397
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal Payments on Finance Lease Obligations	(11,535)	(10,989)
Net Cash Used by Financing Activities	(11,535)	(10,989)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(234,868)	208,566
Cash and Cash Equivalents - Beginning of Year	429,022	220,456
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 194,154	\$ 429,022
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION		
Right-of-Use Assets Obtained in Exchange for		
New Operating Lease Liabilities	\$ -	\$ 213,181
Right-of-Use Assets Obtained in Exchange for New		
Finance Lease Liabilities	\$ 12,537	\$ 28,786

See accompanying Notes to Financial Statements.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 1 ORGANIZATION

Make-A-Wish Foundation® of Iowa (the Foundation) is an Iowa nonprofit corporation, organized for the purpose of creating life changing wishes for children with critical illnesses. The Foundation is an independently operating chapter of Make-A-Wish Foundation® of America (National Organization), which develops and implements national programs in public relations and fundraising for the benefit of all local chapters. To be a Make-A-Wish chapter, the local chapter is obligated to comply with a chapter agreement with the National Organization and such guidelines, resolutions, and policies as may be adopted by the National Organization's board of directors.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of the Foundation are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP) applicable to nonprofit entities.

Cash and Cash Equivalents

The Foundation considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents.

Investments

Investments are recorded at fair value. Investment income, including gains and losses on investments, is recorded as increases or decreases in net assets without donor restrictions unless its use is limited by donor-imposed restrictions or law.

The Foundation's investments are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investments, it is reasonably possible that those changes in the values of investments will occur in the near term and that such changes could be material to the amounts reported in the statements of financial position.

Contributions Receivable

Contributions receivable are unconditional promises to give. Such promises that are expected to be collected within one year are recorded at expected net realizable value when the promise is received. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. Contributions receivable are discounted using fair value rates and contributions are written off when deemed uncollectible.

Leases

The Foundation determines if an arrangement is a lease at inception. Operating leases are included in right-of-use (ROU) assets – operating and lease liability – operating, and finance leases are included in right-of-use (ROU) assets – financing and lease liability – financing in the statements of financial position.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Leases (Continued)

ROU assets represent the Foundation's right to use an underlying asset for the lease term and lease liabilities represent the Foundation's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at the lease commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that the Foundation will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease terms. The Foundation has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statements of financial position.

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, the Foundation has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of lease liabilities.

The Foundation has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and the nonlease component as a single lease component.

Property and Equipment, Net

Property and equipment having a unit cost of greater than \$500 and a useful life of more than one year are capitalized at cost when purchased. Donated assets are capitalized at the estimated fair value at the date of receipt and restrictions are released once the asset has been placed into service. Depreciation on property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, generally 3 to 5 years. Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred.

Long-lived assets, such as property and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If circumstances indicate a long-lived asset may be impaired, the asset value will be reduced to fair value. Fair value is determined through various valuation techniques including quoted market values and third-party independent appraisals, as considered necessary.

Fair Value Measurements

Fair value measurements of financial assets and financial liabilities and fair value measurements of nonfinancial items are recognized or disclosed at fair value in the financial statements on a recurring basis. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fair Value Measurements (Continued)

The Foundation utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. The Foundation determines fair value based on assumptions that market participants would use in pricing an asset or liability in the principal or most advantageous market. When considering market participant assumptions in fair value measurements, the following fair value hierarchy distinguishes between observable and unobservable inputs, which are categorized in one of the following levels:

Level 1 – Unadjusted quoted prices in active markets for identical assets (or liabilities) that the reporting entity has the ability to access at the measurement date.

Level 2 – Prices for a similar asset (or liability), other than quoted prices included in Level 1 inputs, that are observable for the asset (or liability), either directly or indirectly. If the asset (or liability) has a specified term, a Level 2 input must be observable for substantially the full term of the asset (or liability).

Level 3 – Unobservable inputs for the asset (or liability) used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset (or liability) at measurement date.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor- or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from restriction when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets (Continued)

Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as Net Assets Released from Restrictions.

Revenue Recognition

Revenue is recognized on the accrual basis and generally consists of contributions, special event revenue, in-kinds and other income.

An internal special event is a fundraising event coordinated and staffed by Foundation personnel rather than a third-party support group or organization. It is designed to attract people for the purpose of raising mission awareness, for increasing funding from existing donors, and the cultivation of future donors.

Special event revenue consists of registrations, sponsorships and other contributions. The exchange element of the special event revenue was approximately \$616,907 and \$481,151 for the years ended August 31, 2024 and 2023, respectively. The portion that is considered to be exchange revenue is recognized as revenue when the performance obligations are met which is the occurrence of the event.

The Foundation receives auction items to be sold at its special events. Contributed auction items are valued at the gross selling price received and the value is included in internal special event revenue on the statement of activities. The amount of auction items received and sold during the years ended August 31, 2024 and 2023 totaled \$231,993 and \$215,123, respectively.

Unconditional promises to give are recognized initially at fair value as contributions revenue in the period such promises are made by donors. Fair value is estimated giving consideration to anticipated future cash receipts (after allowance is made for uncollectible contributions) and discounting such amounts at a risk-adjusted rate commensurate with the duration of the donor's payment plan. Amortization of the discounts is recorded as additional contributions revenue.

Conditional promises to give are not recognized as contribution revenue and receivables until the conditions have been substantially met. There were no conditional promises outstanding for the years ended August 31, 2024 and 2023.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

Contributions of assets other than cash are recorded at their estimated fair value. Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Contributions: Donated Goods and Services

The Foundation received in-kind contributions of assets, services, and materials that are reported in the statements of activities as follows:

	2024	2023
Wish Related Travel, Goods, and Services	\$ 1,212,674	\$ 1,304,480
Professional Services	203,830	186,399
Contributed Office Space	-	12,566
Advertising and Media	12,606	64,550
Special Events	282,554	117,645
Other	-	77,714
Total Contributed Nonfinancial Assets and Services	<u>\$ 1,711,664</u>	<u>\$ 1,763,354</u>

Wish related travel, goods and other services are used in the wish granting program. The Foundation estimates the fair value of wish related travel, goods, and services on the basis of estimates of the current market rates for similar travel, goods and other services in the Foundation's market.

Professional services relate to donated fundraising services and public relations services used for support services, and are valued and reported at the estimated fair value based on current rates for similar services.

Contributed office space is valued and reported at the estimated fair value on the basis of comparable lease agreements in the Foundation's market. Contributed office space is used for both program and supporting services.

Donated advertising and media is reported at the estimated fair value as provided by the donor based on rates charged for similar advertising or media. Advertising and media is used for both program and supporting services. Advertising and media is used to help the Foundation communicate its message or mission and includes fund raising materials, informational material, or advertising, and may be in the form of an audio or video tape of a public service announcement, a layout for a newspaper, media time or space for public service announcements, or other purposes.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributions: Donated Goods and Services (Continued)

Special event donated items are donated items recorded at fair value that are used in facilitating the event. Examples of such donated items are generally food, beverage, facility costs, and auction items. The Foundation estimates the fair value of these donated items based on the current market rates for similar items in the Foundation's market.

In-kind contributions related to wish granting are restricted to be used in granting wishes. In-kind contributions related to special events are restricted for use at those events. No other in-kind contributions were received with donor restrictions.

Income Taxes

The Foundation is a nonprofit organization exempt from federal income and Iowa taxes under the provisions of Internal Revenue Code (IRC) Section 501(c)(3) and Section 504(a) of the Iowa Code. However, the Foundation remains subject to income taxes on any net income that is derived from a trade or business, regularly carried on and not in furtherance of the purpose for which it was granted exemption. No income tax provision has been recorded as the net income, if any, from any unrelated trade or business, in the opinion of management, is not material to the financial statements taken as a whole.

Management believes that no uncertain tax positions exist for the Foundation at August 31, 2024 and 2023. The Foundation files income tax returns in the U.S. federal jurisdiction, and applicable state jurisdictions.

Functional Expenses

The Foundation performs three functions: wish granting, fundraising, and management and general. Definitions of these functions are as follows:

Wish Granting

Activities performed by the Foundation in granting wishes to children with critical illnesses.

Fundraising

Activities performed by the Foundation to generate funds and/or resources to support its programs and operations.

Management and General

All costs not identifiable with a specific program or fundraising activity, but indispensable to the conduct of such programs and activities and to the Foundation's existence, are included as management and general expenses. This includes expenses for the overall direction of the Foundation, business management, general recordkeeping, budgeting, financial reporting, and activities relating to these functions such as salaries, rent, supplies, equipment, and other expenses.

Expenses that benefit more than one function of the Foundation are allocated among the functions based generally on the amount of time spent by employees on each function.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Management Estimates

The preparation of financial statements in conformity with GAAP requires management to make a number of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Reclassifications

Certain reclassifications have been made to the prior year financial statements to conform to the current year presentation. The reclassifications had no effect on the change in net assets or total net assets as previously reported.

Adoption of Accounting Pronouncement

The Foundation has adopted ASU 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. The Foundation adopted this new guidance utilizing the modified retrospective transition method. The adoption of this Standard did not have a material impact on the Foundation's financial statements but did change how the allowance for credit losses is determined.

NOTE 3 LIQUIDITY AND AVAILABILITY

The Foundation monitors liquidity regularly through the monthly financial package provided to the board and through the enterprise-wide Benchmarks of Excellence. Holding 6 to 24 months of liquidity is considered excellent based off the enterprise-wide published scale.

	<u>2024</u>	<u>2023</u>
Total Financial Assets	\$ 5,609,952	\$ 3,692,461
Donor-Imposed Restrictions:		
Restricted Funds	<u>(3,670,979)</u>	<u>(990,722)</u>
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	<u>\$ 1,938,973</u>	<u>\$ 2,701,739</u>

Financial assets include cash and cash equivalents, investments, due from related entities and contributions receivable. For purposes of analyzing resources available to meet general expenditures over one year, the Foundation considers all expenditures related to its ongoing program activities, as well as the functions in support of those activities, to be general expenditures.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 4 FAIR VALUE MEASUREMENTS

Fair Value of Financial Instruments

Fair value is defined as the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

The fair values of the financial instruments shown in the following tables as of August 31, 2024 and 2023 represent the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement reflects the Foundation's own judgments about the assumptions that market participants would use in pricing the asset or liability. Those judgments are developed by the Foundation based on the best information available in the circumstances, including expected cash flows and appropriately risk-adjusted discount rates, and available observable and unobservable inputs.

Investments

Overall Investment Objective

The overall investment objective of the Foundation is to invest its assets in a prudent manner that will achieve a long-term rate of return sufficient to fund a portion of its annual operating activities and increase investment value after inflation. The Foundation diversifies its investments among various asset classes incorporating multiple strategies and managers. Major investment decisions are authorized by the board's finance committee, which oversees the Foundation's investment program in accordance with established guidelines.

Fair Value Hierarchy

The following table presents the fair value hierarchy of assets that are measured at fair value on a recurring basis at August 31:

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2024</u>					
Assets:					
Investments:					
Mutual Funds	\$ 1,629,387	\$ -	\$ -	\$ -	\$ 1,629,387
Exchange-Traded Funds	574,575	-	-	-	574,575
Cash	-	-	-	59,693	59,693
Total Investments	2,203,962	-	-	59,693	2,263,655
Beneficial Interest in Assets					
Held by Others	-	-	117,005	-	117,005
Split-Interest Agreements	-	-	9,958	-	9,958
Total	<u>\$ 2,203,962</u>	<u>\$ -</u>	<u>\$ 126,963</u>	<u>\$ 59,693</u>	<u>\$ 2,390,618</u>

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

Fair Value Hierarchy (Continued)

	Level 1	Level 2	Level 3	Assets Not Held at Fair Value	Total
<u>August 31, 2023</u>					
Assets:					
Investments:					
Mutual Funds	\$ 1,641,750	\$ -	\$ -	\$ -	\$ 1,641,750
Exchange-Traded Funds	1,120,882	-	-	-	1,120,882
Cash	-	-	-	35,737	35,737
Total Investments	2,762,632	-	-	35,737	2,798,369
Beneficial Interest in Assets Held by Others	-	-	107,211	-	107,211
Split-Interest Agreements	-	-	7,796	-	7,796
Total	<u>\$ 2,762,632</u>	<u>\$ -</u>	<u>\$ 115,007</u>	<u>\$ 35,737</u>	<u>\$ 2,913,376</u>

There were no purchases, sales, transfers in and transfers out of Level 3 investments during the years ended August 31, 2024 and 2023.

The following table describes the valuation techniques used to calculate fair value for assets in Level 3. There were no changes in valuation techniques and related inputs from the prior year.

Type of Assets	Quantitative Information About Level 3 Fair Value Measurements		
	Fair Value at August 31, 2024	Principal Valuation Technique	Unobservable Inputs
Beneficial Interests in Assets Held by Others	\$ 117,005	FMV of Investments	Value of Underlying Assets
Split-Interest Agreements	9,958	FMV of Investments	Value of Underlying Assets
Total	<u>\$ 126,963</u>		
Type of Assets	Quantitative Information About Level 3 Fair Value Measurements		
	Fair Value at August 31, 2023	Principal Valuation Technique	Unobservable Inputs
Beneficial Interests in Trusts Held by Others	\$ 107,211	FMV of Investments	Value of Underlying Assets
Split-Interest Agreements	7,796	FMV of Investments	Value of Underlying Assets
Total	<u>\$ 115,007</u>		

Beneficial Interest in Assets Held by Others

A fund has been established as an endowment at the Community Foundation of Greater Des Moines (Community Foundation's). An endowment agreement has been signed between the chapter and the community foundation. Distributions from the Community Foundation are made in accordance with the spending policies adopted by the board of directors of the Community Foundation. The endowment is reported on in the accompanying statement of financial position as a beneficial interest in assets held by others and is included in net assets with donor restrictions as a perpetually restricted endowment.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 5 CONTRIBUTIONS RECEIVABLE

Contributions receivable include pledges and a contribution of in-kind rent under the office space lease agreement that has been discounted at a rate of 4.20% at August 31, 2024 and 2023. The following is a summary of the Foundation's contributions receivable at August 31:

	2024	2023
Total Amounts Due in:		
One Year	\$ 1,089,817	\$ 363,207
Two to Five Years	2,168,530	68,531
Gross Contributions Receivable	3,258,347	431,738
Less: Discount to Present Value	(169,376)	(4,590)
Contributions Receivable, Net	<u>\$ 3,088,971</u>	<u>\$ 427,148</u>

Management determined that all contributions receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at August 31, 2024 and 2023.

NOTE 6 SPLIT-INTEREST AGREEMENTS

Charitable Gift Annuities

A donor has contributed assets to the Foundation in exchange for a promise by the Foundation to pay a fixed amount for a specified period of time to the donor or to individuals designated by the donor. Under the terms of such agreements, no trust exists, as the assets received are held by and the liability is an obligation of the Foundation. The Foundation records contribution revenue using the fair value of the assets less the present value of the payments expected to be made to the beneficiaries. The present value of payments to beneficiaries under these arrangements is calculated using present value techniques. The discount rate used for the years ended August 31, 2024 and 2023 was 2%. The charitable gift annuities are held and administered by National therefore, the amount recorded by the Foundation is the net amount expected to be received and totaled \$9,958 and \$7,796 for the years ended August 31, 2024 and 2023, respectively.

NOTE 7 TRANSACTIONS WITH RELATED PARTIES

The National Organization conducts national fundraising efforts for which cash and in-kind donations are received and shared with the Foundation. These funds represent revenues associated with distributions from national partners, individual donation amounts collected via online and white mail donations, amounts for internal grants and other miscellaneous revenues. During the years ended August 31, 2024 and 2023, respectively, the Foundation received \$324,338 and \$328,532 from these national revenue streams.

Conversely, the Foundation pays amounts to the National Organization for chapter dues, insurance, and other miscellaneous ancillary expenses that the National Organization pays on behalf of the Foundation and for services provided by the National Organization. Amounts totaling \$406,016 and \$451,546 were paid from the Foundation to the National Organization during the years ended August 31, 2024 and 2023, respectively.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 7 TRANSACTIONS WITH RELATED PARTIES (CONTINUED)

Amounts due from and to related entities are as follows at August 31:

	2024	2023
Due from National Organization	\$ 63,172	\$ 37,922
Due from Other Chapters	-	-
Total Due from Related Entities	<u>\$ 63,172</u>	<u>\$ 37,922</u>
Due to National Organization	\$ 11,162	\$ 4,589
Due to Other Chapters	56,791	32,365
Total Due to Related Entities	<u>\$ 67,953</u>	<u>\$ 36,954</u>

Amounts due from the National Organization represent contributions remitted to the National Organization that are identified for the Foundation's use but were not yet transferred to the Foundation as of year-end. Amounts due from other chapters represent amounts paid in assisting other chapters with their wish granting. Amounts due to other chapters represent amounts owed to other chapters who have assisted in the granting of wishes for the Foundation. Amounts due to the National Organization generally represent unpaid chapter dues and services.

During the years ended August 31, 2024 and 2023, the Foundation received contributions, both cash and in-kind, from board members totaling \$127,590 and \$75,821, respectively. Board members actively work to fundraise each year as a part of their board give/get. Any gifts made by individual donors or organizations, that board members solicited, are not reflected in the board giving amount. It also does not reflect gifts made by board members into the Wishes Forever Fund (Make-A-Wish Iowa named endowments) at the Humboldt County Community Foundation, Johnson County Community Foundation, Marion County Community Foundation, Greater Des Moines Community Foundation, and Quad Cities Community Foundation.

NOTE 8 PROPERTY AND EQUIPMENT, NET

Property and equipment consist of the following as of August 31:

	2024	2023
Computer Equipment and Software	\$ 46,890	\$ 46,890
Office Furniture and Equipment	104,081	104,081
Leasehold Improvements	122,553	122,553
Total	273,524	273,524
Less: Accumulated Depreciation	(224,333)	(197,641)
Property and Equipment, Net	<u>\$ 49,191</u>	<u>\$ 75,883</u>

Depreciation expense totaled \$26,692 and \$37,362 for the years ended August 31, 2024 and 2023, respectively.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 9 LEASES

The Foundation leases equipment as well as certain operating and office facilities for various terms under long-term, noncancelable lease agreements. The leases expire at various dates through 2029.

The following tables provides quantitative information concerning the Foundation's leases.

	<u>2024</u>	<u>2023</u>
Lease Cost:		
Finance Lease Cost:		
Amortization of Right-of-Use Assets	\$ 11,087	\$ 11,287
Interest on Lease Liabilities	1,036	780
Operating Lease Cost	<u>45,658</u>	<u>45,658</u>
Total Lease Cost	<u>\$ 57,781</u>	<u>\$ 57,725</u>
	<u>2024</u>	<u>2023</u>
Other Information:		
Cash Paid for Amounts Included in the Measurement of Lease Liabilities:		
Operating Cash Flows from Financing Leases	\$ 1,036	\$ 780
Operating Cash Flows from Operating Leases	\$ 47,700	\$ 47,700
Financing Cash Flows from Financing Leases	\$ 11,535	\$ 10,989
Right-of-Use Assets Obtained in Exchange for New Financing Lease Liabilities	\$ 12,537	\$ 28,786
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	\$ -	\$ 213,181
Weighted-Average Remaining Leases Term - Financing Leases	3.0 Years	1.5 Years
Weighted-Average Remaining Lease Term - Operating Leases	3.0 Years	4.0 Years
Weighted-Average Discount Rate - Financing Leases	4.67%	3.42%
Weighted-Average Discount Rate - Operating Leases	3.30%	3.30%

A maturity analysis of annual undiscounted cash flows for lease liabilities as of August 31, 2024 is as follows:

<u>Year Ending August 31,</u>	<u>Operating Leases</u>	<u>Finance Leases</u>
2025	\$ 47,700	\$ 9,233
2026	47,700	3,566
2027	47,700	3,566
2028	3,975	3,566
2029	-	297
Total Lease Payments	<u>147,075</u>	<u>20,228</u>
Less: Imputed Interest	<u>(7,033)</u>	<u>(1,534)</u>
Present Value of Lease Liabilities	<u>\$ 140,042</u>	<u>\$ 18,694</u>

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 10 NET ASSETS

Net Assets With Donor Restrictions

Net assets with donor restrictions are available for the following purposes or periods as of August 31:

	2024	2023
Subject to Expenditure for Specified Purpose:		
Wish Granting	\$ 1,105,409	\$ 296,374
Jolly Holiday Lights	-	34,750
Total	<u>1,105,409</u>	<u>331,124</u>
Subject to Passage of Time:		
Assets Held under Split Interest Agreements	9,958	7,796
Promises to Give that are Not Restricted by Donors, but Which are Unavailable for Expenditure Until Due	<u>2,665,625</u>	<u>751,024</u>
Total	<u>2,675,583</u>	<u>758,820</u>
Endowments:		
Subject to Endowment Spending Policy and Appropriation:	3,429	2,264
Original Donor-Restricted Gift Amount to be Maintained in Perpetuity:	<u>13,521</u>	<u>13,521</u>
Total	<u>16,950</u>	<u>15,785</u>
Total Donor-Restricted Net Assets	<u><u>\$ 3,797,942</u></u>	<u><u>\$ 1,105,729</u></u>

NOTE 11 RETIREMENT PLAN

The Foundation has a defined contribution retirement plan (the Plan). Employees are eligible for participation in the Plan after reaching 21 years of age and upon completion of one year of service. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain IRC limitations. The Foundation matches employee contributions up to 4% of the employee's salary. Foundation contributions to the Plan for the years ended August 31, 2024 and 2023 were \$51,505 and \$41,624, respectively.

NOTE 12 CONCENTRATIONS

Financial instruments that potentially subject the Foundation to concentration of credit risk consist principally of cash, cash equivalents, and investments. The Foundation places its cash and investments with high credit quality financial institutions and generally limits the amount of credit exposure not to exceed the Federal Deposit Insurance Corporation (FDIC) insurance coverage limit of \$250,000. From time to time throughout the year, the Foundation's cash balances may exceed the amount of the FDIC insurance coverage.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 12 CONCENTRATIONS (CONTINUED)

Contributions totaling \$3,500,000 were received from a single donor for the year ended August 31, 2024, which represents 45% of raised revenue which consists of total public support and gross internal special event revenue. There were no significant concentrations for the year ended August 31, 2023. Should these contribution levels decrease, the Foundation may be adversely affected.

NOTE 13 LITIGATION AND CLAIMS

The Foundation is periodically involved in litigation and claims arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on the Foundation's financial position, change in net assets, or liquidity.

NOTE 14 COMMITMENTS

The goal of the Foundation is to grant the wish of every eligible child. During the years ended August 31, 2024 and 2023, the Foundation granted 200 and 198 wishes, respectively. As of August 31, 2024 and 2023, respectively, there were approximately 316 and 370 wish children who are eligible for a wish. The average cost of a wish for the year ended August 31, 2024 was \$8,133 in cash and \$5,699 in in-kind for a total cost of \$13,832. The average cost of a wish for the year ended August 31, 2023 was \$8,293 in cash and \$5,454 in in-kind for a total cost of \$13,747.

NOTE 15 RISKS AND UNCERTAINTIES

In December 2019, an outbreak of a novel strain of Coronavirus (COVID-19) began. On March 10, 2020, in conjunction with the Make-A-Wish America National Medical Advisory Council (NMAC), Make-A-Wish America issued instructions to pause travel and large gathering wishes until deemed medically safe for our vulnerable population and their families. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic.

As of September 15, 2021, in consultation with the NMAC, the pause on domestic travel to large gatherings was lifted, if travel occurred by automobile. The pause on airline travel was lifted December 1, 2021 with a graduated approach with full domestic travel resuming June of 2022. Cruise wish travel resumed in June 2024 and international wish travel resumed effective September 1, 2024. Prior to fiscal year 2020, travel wishes have been approximately 85% of wishes granted and the number of granted wishes averaged approximately 187. The number of wishes granted during the years ended August 31, 2024 and 2023 was 200 and 198, respectively.

MAKE-A-WISH FOUNDATION® OF IOWA
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2024 AND 2023

NOTE 16 SUBSEQUENT EVENTS

The Foundation has evaluated subsequent events from the statement of financial position date through February 10, 2025, the date at which the financial statements were available to be issued.

